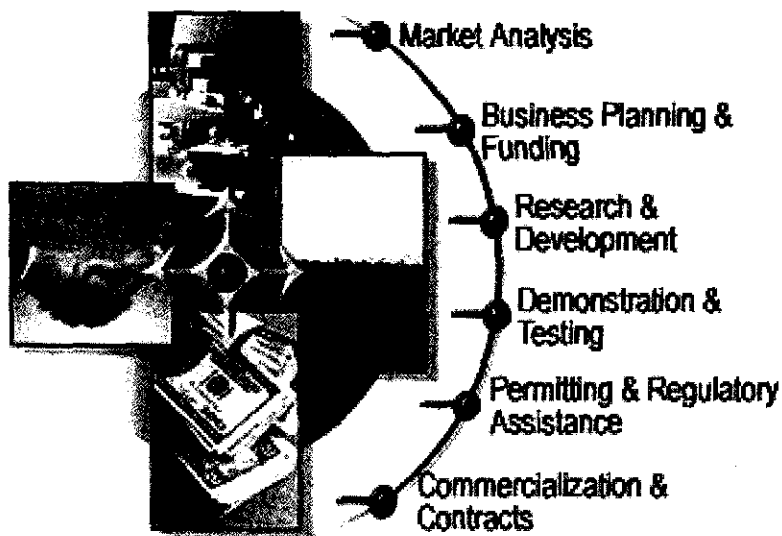


Vendor and Developer Support: Bringing New Cleanup Technologies to Market



<http://www.cluin.org/vendor/>

Introduction

Since the passage of federal hazardous waste site cleanup legislation more than two decades ago, many new site characterization and cleanup technologies have become commercialized. Some have moved through the research and development pipeline and some have been retooled from other applications to meet environmental cleanup needs. The Vendor and Developer Support web site was created to encourage continued innovation and help technologies advance to full commercial use.

The web site provides information on a broad range of topics that a business must address to commercialize a new technology. The topics are organized into the six sections indicated above, arranged to approximate the order in which they are generally encountered in developing and commercializing a technology. The sections can be followed in a step-by-step

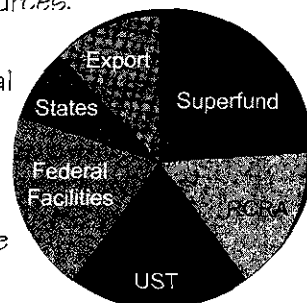
To encourage continued innovation and help new hazardous waste cleanup technologies advance to commercial application, EPA's Technology Innovation Program has been compiling information on how technology developers and vendors develop and commercialize products. This information can now be accessed from one single web site, <http://clu.in.org/vendor>. The web site provides tools to help cleanup technology developers and vendors advance technologies through all stages of product development and implementation, from the original idea or prototype to full commercial use.

fashion or used one-at-a-time to address a specific area of interest.

Market Analysis

This section of the web site introduces tools to assist technology developers, vendors, and investors in defining and quantifying the market needs in a technology area. It summarizes key market analysis concepts and techniques and provides links to additional information on market analysis methodologies and remediation market information sources.

Among these sources are government and commercial analyses of remediation market segments, such as Superfund, RCRA, DOD, DOE, and state and private party sites.



Business Planning and Funding

This section of the web site offers tools to assist technology developers, suppliers, and investors to develop and evaluate business plans and secure funding. It includes information to help decide what to include in, and how to write, a business plan, identify potential funding sources, and present the business in the most appropriate manner for the targeted funding sources.



The web site also includes links to sources of potential funding or in-kind services, such as the use of laboratories or other facilities. The sources include programs that offer loans, loan guarantees, and venture

capital, such as Small Business Investment Companies; programs that offer the use of laboratory facilities and services, such as the Federal Technology Transfer Act Program; and the Angel Capital Electronic Network (ACE-Net) that provides information to investors about businesses seeking equity financing.

Research and Development

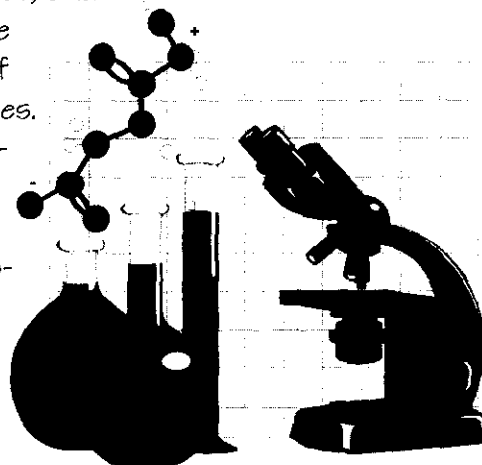
This section of the web site addresses vendors' and developers' need for technical advice; access to laboratory facilities or test sites; information on competing technologies; physical testing and evaluation; opportunities to publish, network, and otherwise communicate in specialized technology areas; and funding for R&D. The web site section provides links to R&D institutions and other R&D resources.

Research and Development institutions are organizations, such as the Hazardous Substances Research Centers, that coordinate, sponsor, direct, and advise on the disposition of R&D resources.

These organizations include national laboratories and universities that award grants, establish

cooperative agreements, provide expert advice, conduct conferences and workshops, and make facilities or testing sites available. Some of these organizations also conduct R&D.

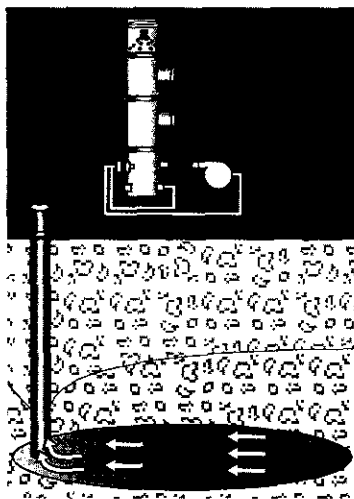
Other R&D resources include potential partners, consultants, databases, and mechanisms for networking. For example, EPA REACH IT is a system that lets environmental professionals use the Internet to search, view, download, and print information about innovative characterization and remediation technologies.



Demonstration and Testing

Prior to being commercialized, a technology's vendor generally will need to evaluate and verify its cost and performance at an actual waste site or at a facility that can approximate the conditions at an actual site. This section of the web site offers links to organizations that may assist technology developers and other interested parties in testing, demonstrating, and evaluating their technologies. The links include organizations with publicly-sponsored facilities available for testing and demonstration of site characterization and remediation technologies

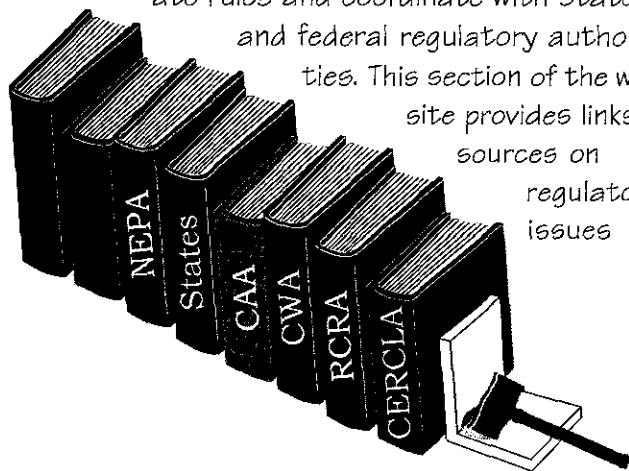
where assistance may be found for the verification or certification process, such as the National Environmental Technology Test Sites (NETTS) program. Many of these organizations offer a wide variety of services and partnerships.



Permitting and Regulatory Assistance

A vendor generally will need to acquire the concurrence of regulators, property owners, and other stakeholders that the technology is appropriate for its intended use. Achieving concurrence typically involves working with all interested parties and providing enough information on the performance and cost of the technology to allow them to evaluate its effectiveness, safety, and capability to meet the requirements specified in applicable permits or regulations. Because more than one regulation may apply to a given application, it is important that a vendor carefully examine the appropriate rules and coordinate with state

and federal regulatory authorities. This section of the web site provides links to sources on regulatory issues

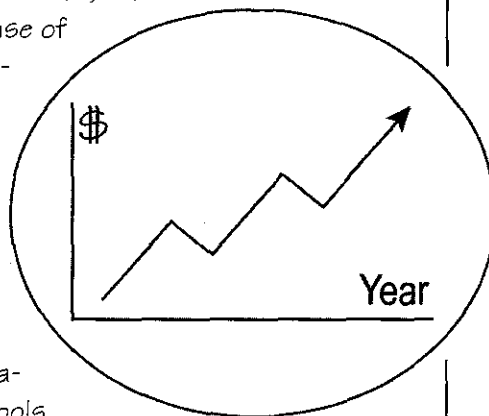


pertinent to the deployment of technologies. It includes sources that specialize in hazardous waste regulations, such as the Regulatory Information section of CLU-IN, sources that address other related laws and regulations, and EPA listserves.

Commercialization & Contracts

Once it has been demonstrated that a technology is capable of achieving its stated objectives in compliance with all environmental laws and regulations, the technology is ready for commercial application, the process of deploying it in the marketplace. The process entails refining the marketing plan to identify specific potential opportunities for applying the technology, advertising, and contracting.

This section of the web site offers sources to help a technology developer get the word out to the general remediation community and find specific contracting opportunities and export assistance. The sources include links to the Groundwater Remediation Technologies Analysis Center (GWRTAC), the Air Force Small Business Environmental Database, the TechKnow database of remediation technologies, About Remediation, which addresses remediation and brownfields in Canada, federal and state procurement information, and other tools.



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United States
Environmental Protection Agency
National Service Center for
Environmental Publications
P.O. Box 42419
Cincinnati, OH 45242

Solid Waste and
Emergency Response
(5102G)

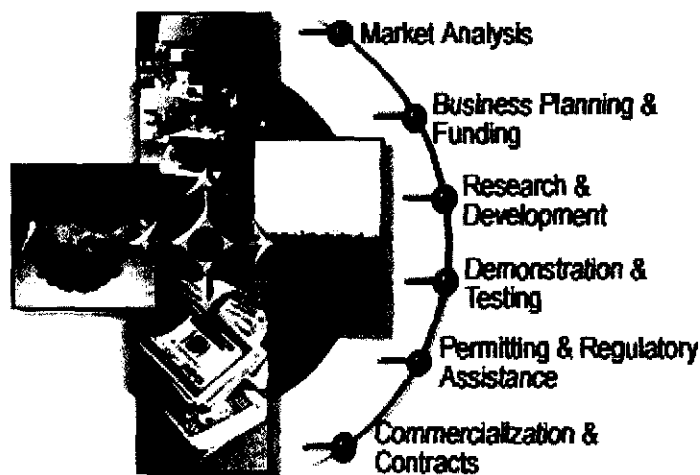
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Tools to help cleanup technology developers and vendors advance technologies through all stages of product development and implementation, from the original idea or prototype to full commercial use. EPA's Technology Innovation Program tracks and reviews multiple information sources to keep technology developers and vendors up-to-date on relevant programs and products.

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